

#### Frozen Poultry (WC):

#### Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during July 1999. The denominator represents the total number of FEU shipped, by all carriers, throughout the 1999 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, July 1999.

#### Market Share-July:

Each carrier's current market share is based on the number of containers shipped during July 1999. Source: PIERS, July 1999.

#### Market Share-CY 1999:

Each carrier's market share is based on the total number of containers shipped throughout the 1999 calendar year. Source: PIERS, 1999.

#### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

#### Ocean Rates:

Ocean rates are applicable for September 30, 1999. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

#### **Container Rate:**

Container rates for Frozen Poultry are quoted on full, 21 KT per 40-foot refrigerated containers unless otherwise noted. Container movements of frozen poultry are defined by PIERS as "poultry, chiefly fresh and frozen."

#### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: September 30, 1999 Page 1 of 11

L.A./L.B./Oakland Ports To Busan, South Korea

Frozen Poultry (WC)

Monthly Market Share For: July 1999

Month\Year: 33\284

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	36%	39%	23 Days	\$100.00									\$2,100
Sea-Land	33%	10%	14 Days	\$1,700 <sup>1</sup>	\$20 <sup>1</sup>								\$1,720
Evergreen	30%	18%		\$100.00	\$1								\$2,121
Hyundai	0%	10%	12 Days	\$100.00									\$2,100
APL	0%	7%	13 Days	\$100.00									\$2,100
COSCO	0%	6%	16 Days	\$100.00									\$2,100
Maersk	0%	5%	14 Days	\$2,360 <sup>1</sup>	\$20 <sup>1</sup>								\$2,380
Cho Yang	0%	5%	11 Days	\$162.00									\$3,402

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Hong Kong

Frozen Poultry (WC)

Monthly Market Share For: July 1999

Month\Year: 552\4.171

Monun 1 ear. 552 4, 17 1													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	26%	13%	14 Days	\$1,150 <sup>1</sup>	\$20 <sup>1</sup>								\$1,170
Hanjin	23%	18%	15 Days	\$71.00									\$1,491
COSCO	16%	11%	16 Days	\$71.00									\$1,491
Evergreen	9%	8%	16 Days	\$71.00	\$1								\$1,512
Cho Yang	8%	6%	14 Days	\$1,7001									\$1,700
Sea-Land	6%	10%	14 Days	\$1,7001	\$20 <sup>1</sup>								\$1,720
P&O Nedlloyd	5%	6%	15 Days	\$71.00									\$1,491
Yang Ming	2%	6%	16 Days	\$78.00	\$1								\$1,542
NYK Line	1%	3%	15 Days										
Hyundai	1%	3%	14 Days	\$71.00									\$1,491
OOCL	1%	3%	15 Days	\$71.00									\$1,491
Mitsui OSK	1%	3%	14 Days	\$71.00									\$1,491
APL	0%	9%	14 Days	\$71.00									\$1,491

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Frozen Poultry (WC)

Monthly Market Share For: July 1999

Month\Year: 3\25

1.1011011/10011 0 120								Surcharg	ges:				
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
APL	100%	20%	14 Days	\$142.00								23.5 KT	\$3,337
OOCL	0%	43%	15 Days	\$142.00	\$1								\$3,003
Sea-Land	0%	35%	14 Days	\$2,450 <sup>1</sup>	\$20 <sup>1</sup>								\$2,470

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Keelung, Taiwan

Frozen Poultry (WC)

Monthly Market Share For: July 1999

Month\Year: 3\90

month tour.					Surcharges:								
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container <b>R</b> ate
Evergreen	67%	11%	18 Days	\$73.00	\$1								\$1,554
Hanjin	33%	39%	14 Days	\$73.00									\$1,533
Maersk	0%	25%	13 Days	\$1,700 <sup>1</sup>	\$20 <sup>1</sup>		4%						\$1,788
Mitsui OSK	0%	12%	12 Days	\$73.00									\$1,533
Sea-Land	0%	4%	11 Days	\$1,700 <sup>1</sup>	\$20 <sup>1</sup>		4%						\$1,788
NYK Line	0%	3%	12 Days	\$73.00									\$1,533

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Manila, Philippines

Frozen Poultry (WC)

Monthly Market Share For: July 1999

Month\Year: 41\73

17701111/17011.													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	29%	22%	21 Days	\$3,9851	\$20 <sup>1</sup>								\$4,005
COSCO	24%	23%	17 Days⁴	\$4,210 <sup>1</sup>									\$4,210
Hanjin	22%	18%	20 Days	\$176.00	\$1								\$3,717
Sea-Land	22%	17%	17 Days	\$2,350 <sup>1</sup>	\$20 <sup>16</sup>								\$2,370
Hyundai	2%	14%	169 Days	\$1.00									\$3,570
Hapag-Lloyd	0%	3%	20 Days										
Evergreen	0%	3%	20 Days	\$165.00	\$1								\$3,486

<sup>1</sup> Rate is per container

Issue Date: September 30, 1999

Page 6 of 11

<sup>16</sup> Rate is calculated per KT not by container.

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Frozen Poultry (WC)

Monthly Market Share For: July 1999

Month\Year: 2\3

Carrier				Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Maersk	100%	67%	20 Days	\$3,100 <sup>1</sup>	\$20 <sup>1</sup>							\$3,120
Cho Yang	0%	33%	18 Days									

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Singapore

Frozen Poultry (WC)

Monthly Market Share For: July 1999

Month\Year: 26\178

Wolldi\1eal. 20\170	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container <b>R</b> ate
Hanjin	51%	37%	21 Days	\$94.00			4%						\$2,132
Maersk	12%	4%	17 Days	\$2,200 <sup>1</sup>	\$20 <sup>1</sup>		4%						\$2,396
K Line	10%	11%	21 Days										
APL	8%	5%	21 Days	\$94.00	\$1		4%						\$2,153
Evergreen	8%	5%	27 Days	\$94.00	\$1		4%						\$2,153
Cho Yang	4%	5%	18 Days	\$94.00	\$40		4%						\$2,093
Hyundai	4%	7%	21 Days	\$102.00	\$1		4%						\$2,334
Mitsui OSK	4%	5%	21 Days	\$94.00	\$1		4%						\$2,153
Sea-Land	0%	3%	19 Days	\$2,150 <sup>1</sup>	\$20 <sup>1</sup>		4%						\$2,342
OOCL	0%	3%	21 Days	\$94.00	\$1		4%	\$34					\$2,867

<sup>1</sup> Rate is per container

L.A./L.B./Oakland Ports To Tokyo, Japan

Frozen Poultry (WC)

Monthly Market Share For: July 1999

Month\Year: 71\741

Month Tear: 71/741								Surcharg	ges:				
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	45%	21%	11 Days	\$71.00	\$1		40%						\$1,991
K Line	20%	21%	10 Days	\$103.00									\$2,163
COSCO	10%	10%	10 Days⁴	\$67.00	\$1		40%						\$1,991
APL	6%	25%	11 Days	\$67.00	\$1		40%						\$1,991
Evergreen	6%	9%	10 Days	\$62.00	\$1		40%						\$1,844
Yang Ming	6%	4%	10 Days										
Hyundai	3%	2%	11 Days	\$67.00	\$1		40%						\$1,991
Maersk	1%	3%	10 Days	\$1,600 <sup>1</sup>	\$20 <sup>1</sup>		40%						\$2,260
OOCL	1%	2%	11 Days	\$67.00	\$1		40%						\$1,991
NYK Line	1%	2%	11 Days	\$67.00	\$1		40%						\$1,991
Mitsui OSK	1%	1%	11 Days	\$67.00	\$1		40%						\$1,991
P&O Nedlloyd	1%	0%	11 Days	\$67.00	\$1		40%						\$1,991

<sup>1</sup> Rate is per container

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

Seattle/Tacoma Ports To Hong Kong

Frozen Poultry (WC)

Monthly Market Share For: July 1999

Month\Year: 687\5,390

Wolldin Tear. 007 15,530													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
COSCO	36%	19%		\$71.00									\$1,491
Evergreen	17%	12%	16 Days <sup>3</sup>	\$71.00	\$1								\$1,512
NYK Line	12%	8%	13 Days										
Hanjin	10%	9%	17 Days	\$71.00									\$1,491
Cho Yang	6%	5%	17 Days	\$1,700 <sup>1</sup>									\$1,700
Hyundai	5%	17%	14 Days	\$71.00									\$1,491
FESCO	5%	1%		\$65.00	\$2								\$1,407
Maersk	3%	7%	10 Days <sup>3</sup>	\$1,150 <sup>1</sup>	\$20 <sup>1</sup>								\$1,170
Mitsui OSK	2%	4%	17 Days	\$71.00									\$1,491
Sea-Land	2%	3%	16 Days	\$1,700 <sup>1</sup>	\$20 <sup>1</sup>								\$1,720
P&O Nedlloyd	2%	0%	12 Days	\$71.00									\$1,491
OOCL	0%	3%	13 Days	\$71.00									\$1,491

<sup>1</sup> Rate is per container

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Tokyo, Japan

Frozen Poultry (WC)

Monthly Market Share For: July 1999

Month\Year: 19\601

Month   1 ear. 19 1001													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
COSCO	47%	18%	13 Days	\$67.00	\$1		40%						\$1,991
Evergreen	34%	19%	20 Days <sup>3</sup>	\$62.00	\$1		40%						\$1,844
Mitsui OSK	11%	7%	21 Days	\$67.00	\$1		40%						\$1,991
Hanjin	5%	12%	22 Days	\$67.00	\$1		40%						\$1,991
NYK Line	3%	7%	25 Days	\$67.00	\$1		40%						\$1,991
Sea-Land	0%	13%	21 Days	\$1,7001	\$20 <sup>1</sup>		40%						\$2,400
Maersk	0%	8%	10 Days	\$1,600 <sup>1</sup>	\$20 <sup>1</sup>		40%						\$2,260
Hyundai	0%	5%	21 Days	\$67.00	\$1		40%						\$1,991
APL	0%	5%	11 Days	\$67.00	\$1		40%						\$1,991
OOCL	0%	3%	25 Days	\$67.00	\$1		40%						\$1,991

<sup>1</sup> Rate is per container

Issue Date: September 30, 1999

Page 11 of 11

<sup>3</sup> Transit time is based on departure from Tacoma, WA.